



**Fixed and wireless multi-gigabit
connectivity, agile automated
and orchestrated networks**



Executive Overview

Zhone Technologies is a developer of Network Edge, Connectivity and Cloud software solutions that enable broadband everywhere. Based in Dallas, Texas, USA with sales, support and development offices in Australia, Canada, Germany, India and UAE, we have a wide range of communications service provider (CSP) and enterprise customers across the Americas, Europe/Middle East/ Africa (EMEA), and Australia/New Zealand (ANZ).

Our vision is to deliver open, agile and AI-enhanced automated and orchestrated broadband networks to our customers. We believe that the future competitiveness of CSPs and enterprises will be determined at the network edge. By embracing a software-defined, open, fiber-first and wireless-where-necessary strategy that pushes bandwidth and intelligence close to the end user, CSPs and enterprises will gain:

- **Enhanced agility and network scalability** — the capacity and flexibility necessary to rapidly meet the high performance / low latency demands of the future.
- **AI-driven insights** — derived from SoCs in our systems with integrated AI/ML capabilities providing operational, service and cybersecurity intelligence while optimizing performance.
- **Faster time-to-market** — advanced software and hardware innovation that enables subscriber self-install, deploy anywhere flexibility, in-place upgrades, and rapid new service deployment.

Zhone has invested heavily in creating category-defining next-generation **Network Edge** (optical transport and access), **Connectivity** (home/business Wi-Fi, fiber extension, fixed wireless access (FWA) solutions and **Cloud Software** solutions focused on orchestration, automation, and Wi-Fi/FWA self-installation.

Through innovation and strategic acquisition, Zhone has significantly enhanced its end-to-end portfolio over the last five years. The company's customer footprint has continued to expand and now represents more than half of the top 25 telecoms across the Americas, EMEA, and ANZ regions and hundreds of other innovative broadband service providers and enterprises.

Our broad customer base shares a common need for high performance, reliable, open, and AI-driven automated networks that empower them to be agile and transform their businesses.



Zhone sees transformation as an opportunity and readiness for disruption as a good thing. Today's dynamic market is an occasion for CSPs and enterprises to reset, recalibrate, and refocus on what will provide them an enduring competitive edge via both service/experience differentiation and operational efficiency advantage. Our portfolio of cutting-edge hardware and software solution and services, combined with out-of-the-box thinking and over 25-years of innovation and experience gives our customers the agility to anticipate, transform and win!

We believe much of our success is due to our alignment with our customers. We encourage you to take the time to get to know Zhone, understand why fiber-forward and agile service providers enterprises gravitate towards our philosophy and systems, and win in their markets. Enable Broadband Everywhere with Zhone.

— Clayton Zekelman, President & CEO

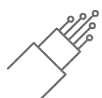
Our Vision and Products

Our vision is to deliver open and AI-automated broadband networks everywhere. We achieve this through matching our customers' business objectives with the right technologies to address their entire network end-to-end – from the edge of the network core to broadband-connected end users – by using network edge optimized PON/Gfast/4G/5G/Wi-Fi technologies, software-defined networking, and AI edge compute. We believe our customer-first mentality is highly valued, allowing Zhone to be unique in its ability to accommodate customer needs and be aligned in our mutual pursuit of success.

While other vendors in our industry have focused on incrementally advancing their own agendas and perpetuating the status quo, we at Zhone have been innovating and investing in the Edge solutions that will drive YOUR success in a changing world.



Cloud Software: Our powerful automation and orchestration solution (Xtreme) empowers CSPs to dramatically accelerate their rate of new service introduction and ease of multi-vendor management.



Network Edge: The Velocity OLT portfolio accelerates transformation in the access network with extraordinary capacity (supports in-place upgrades to 50G PON) and the flexibility to shift to SDN. At the optical edge, our Saber platforms are redefining the economics of edge transport by leveraging environmentally hardened coherent optics to bring extraordinary bandwidth to new places in the network easily and cost effectively.



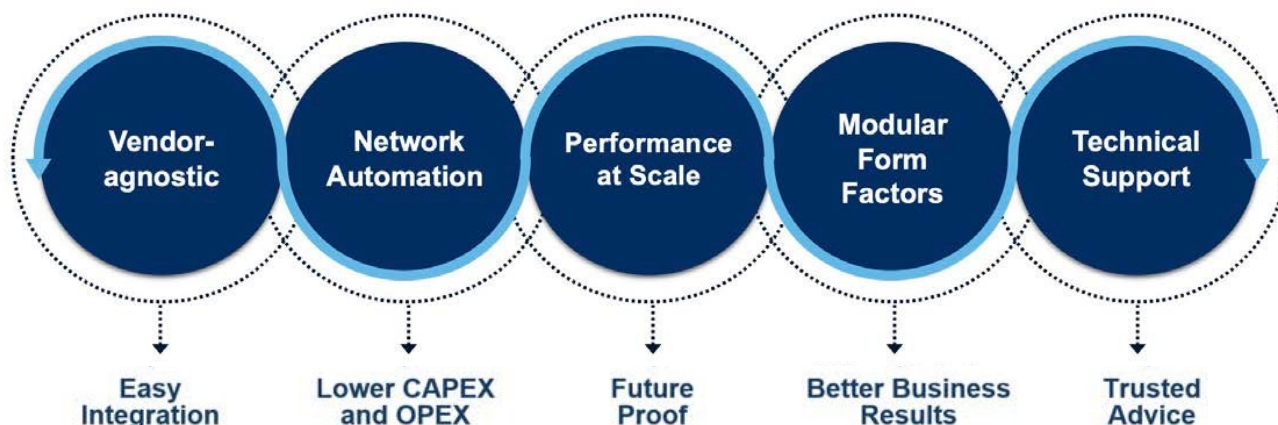
Connectivity: At the customer or business premises, our wide range of cutting-edge Wi-Fi solutions ensures full coverage and high-performance, while our fiber extension DPU solutions bring fiber-like broadband connectivity to hard-to-reach MDUs and our FWA solutions enable rapid deployment of 4G/5G broadband to areas without fiber.



Services: Our support services are world-class, and our professional services are customizable and designed to fill-in your operational gaps and accelerate your time-to-market.

Our customers globally have leveraged Zhone innovation to disrupt their status quo, transform their networks to be open, agile, cloud-native, and ready for the future by providing a sustained competitive edge.

Find Your Edge with Zhone



What is the Zhone Advantage?

If you value network openness, intelligence, and agile performance, Zhone is the right partner for you. Integrating Zhone into your network is simple—we work seamlessly in multi-vendor environments, and many of our products, including FWA and Wi-Fi, are customer self-install.

Edge transformation is crucial for CSPs, and Zhone systems and software are at the forefront. Our portfolio streamlines edge transformation, addressing the unique needs of the Network and Connected Edge, and maximizing your fiber investment. Zhone has enabled some of the world's leading carriers and businesses to discover their edge and deliver exceptional end-user experiences.



Zhone Xtreme allows vendor-agnostic network management, automation, orchestration, and SDN management and control, simplifying and accelerating the introduction of new services from onboarding new equipment and software, to testing, turn-up, administration and management.



Zhone Velocity is the industry's only true Network Edge portfolio ready for the challenges of the future access network — Hardened, standards-based solutions in a range of flexible form factors that deliver world-leading performance, density and scalability with in-place upgrades from 10G to 50G/100G technologies and unrivaled service assurance and automation capabilities enabled by Zhone Xtreme.



Zhone Helix and FiberLAN products provide solutions fine-tuned to the needs of the Connected Edge — Residential & business ONTs, access points, and gateways with world-class Wi-Fi, proven interoperability, self-install, and extraordinary performance.



Zhone Saber platforms redefine the Network Optical Edge, delivering the industry's first hardened, compact, and modular DWDM transport solutions — Featuring 100G-400G per lambda and multi-degree CDC FlexGrid ROADM have created a new standard for cost-effective high-capacity edge transport in rural areas — often saving CSPs deploying these solutions more than \$50K per location. Zhone Xtreme enables these systems to be easily deployed and managed in multi-vendor environments.



Zhone Fiber Extension systems help you maximize the return on your fiber investment by enabling gigabit speeds over existing infrastructure and interoperability with any OLT — Leverage an array of distribution point form factors to optimally convert homes-passed to homes-connected. Reverse-power options available for faster time-to-market.



Zhone FWA systems enable the cost-effective deployment of broadband everywhere with easy 4G/5G connectivity — Ready for deployment from urban to rural environments with both self-install and technical install options. Supports all cellular frequencies including CBRS deployments. Deployable to even the most remote areas, this solution redefines the economics of gigabit broadband deployment in hard-to-reach areas.

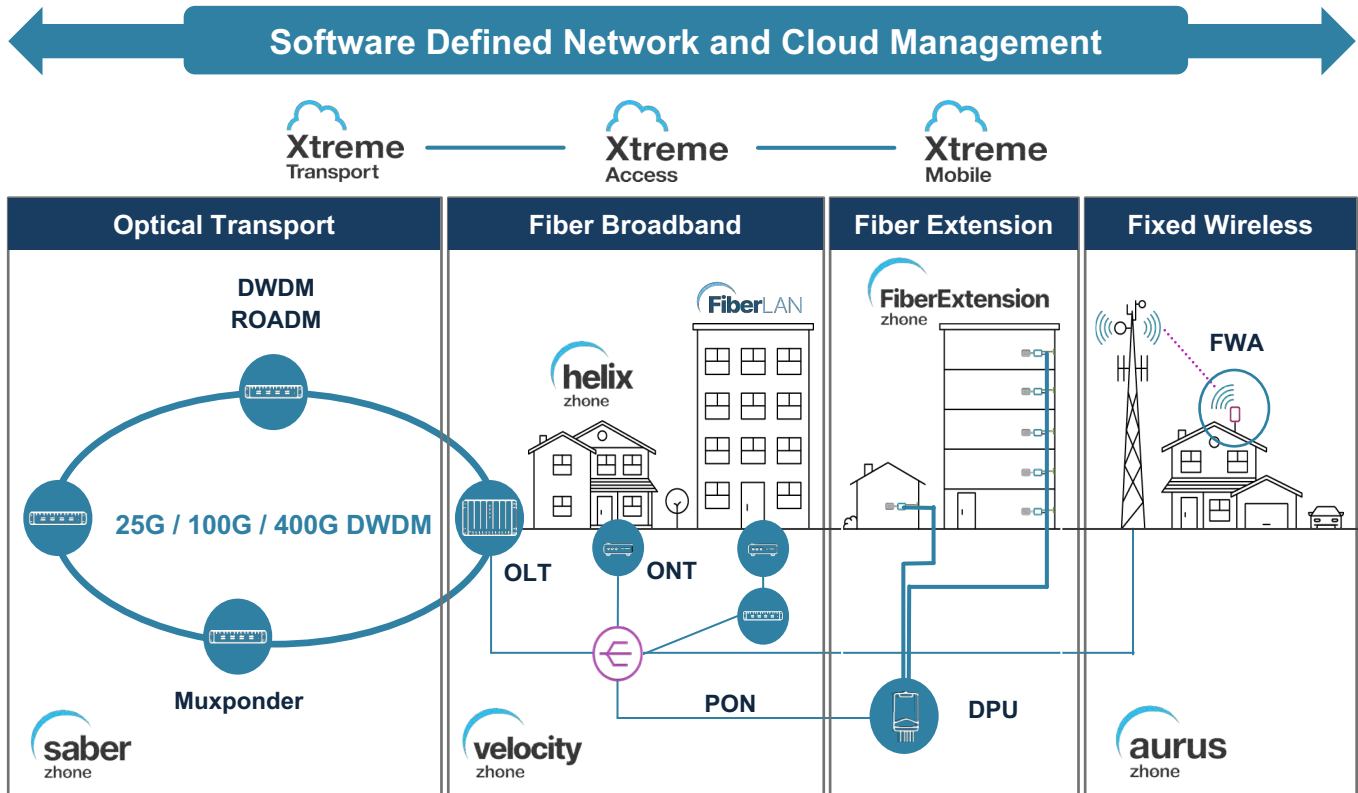


Zhone Professional Services & Customer Care help you transform faster with more confidence — Transformation acceleration services that give you a competitive edge via an array of services, from education/training, SLAs, remote/on-site professional services and managed services to custom services and 7x24x365 technical support.

Reimagining the Network Edge

Zhone is delivering disruptive technology with many industry firsts. The company has heavily invested in its vision and established and completely revamped its Network Edge, Connectivity and Cloud Software portfolios through both organic R&D and the acquisition/integration of leading-edge technology companies. This has positioned Zhone as the premier technology and business partner to CSPs and enterprises seeking unparalleled agility through standards-based, software-defined, future-ready networks, and intelligent, AI-enabled network analytics.

Delivering End-to-End Broadband Solutions





The Network Edge (Access)

Access that Scales

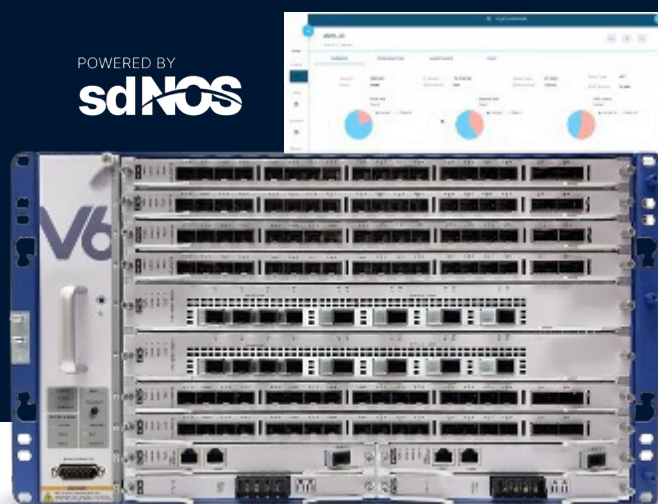
- Chassis Architecture
- 50GPON Seamless Upgrade
- Future-ready Backplane

Software Defined Access

- 100% BBF Compliance
- Open SDN-Controller Interop
- Virtualization



POWERED BY
sdNOS



Zhone next generation Network Access Edge Velocity systems and Helix ONT portfolios are enabling service providers to deliver multi-gigabit services at scale, from GPON to XGS-PON and gigabit Ethernet to 10 Gigabit Ethernet. Unique in the industry, the Velocity platform is hardened across a wide range of form factors, capable of transitioning from centralized to disaggregated architectures, and scaling in-place to support 50G PON technologies in the future. Powered by the company's next generation, award-winning sdNOS operating system, Velocity systems enable service providers to rapidly introduce and activate new services. Zhone Helix ONTs complement Velocity with a range of residential and business ONTs and business/home management devices.



The Network Edge (Optical)

100G/400G Optical Transport Built for Access

- Compact | Modular | Low Power
- Open
- “Simple” Operation
- Network EDGE Single Pane of Glass



At the Network Optical Edge, the company’s Saber 4400 edge transport platform offers service providers coherent optical transport wavelengths of up to 400 Gigabits per second in an environmentally hardened, compact, modular form factor. Featuring CDC FlexGrid ROADM capabilities, the Saber 4400 is the industry’s most compact and flexible ROADM platform which has numerous optical transport use cases including middle mile for rural networks.

This platform transforms the economics of deploying flexible 100G/400G/800G transport circuits necessary for edge transport and advanced mobile xHaul.



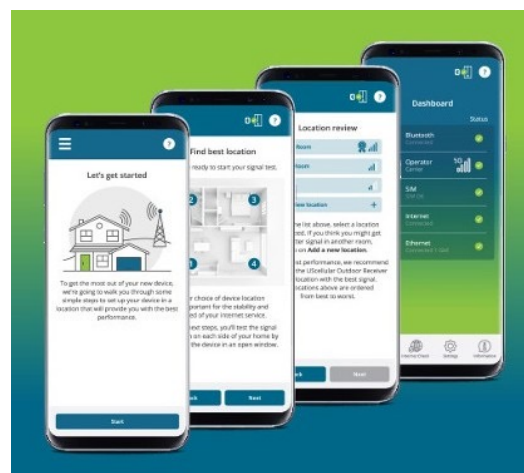
Cloud Software & Wi-Fi Gateways

Wi-Fi 6/7 Performance

- Cloud Enabled and AI Optimized
- Device and Application Aware
- Self-Install Options
- Open and Standards-based

Integrated Experience Management

- Beyond Wi-Fi Management
- AI-Driven Automation, Diagnostics and Recommendations
- Flexible Deployment Models



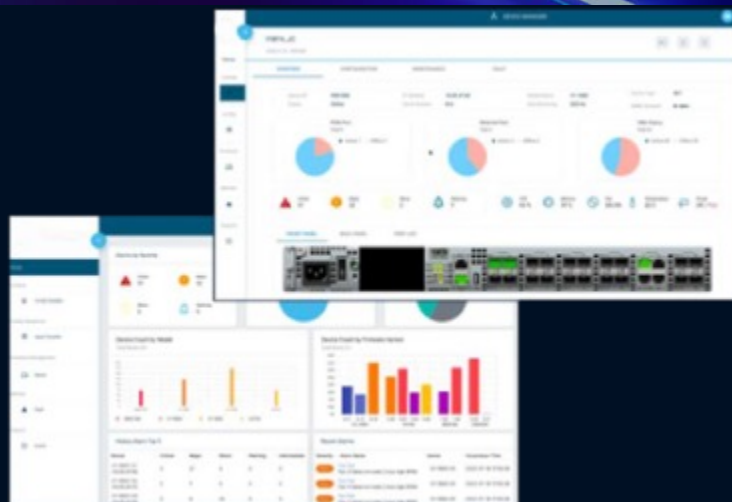
Zhone Wi-Fi gateways and access points are integrated with multiple third-party Wi-Fi experience management software solutions. Remote experience and service management software has become essential to increase service provider network awareness and to provide their enterprise and residential customers with a better experience while at the same time lowering overall operating costs.



Cloud Software (SDN Management & Control)

Network Automation and Control

- Software Defined Network Abstraction
- Service Lifecycle Management
- EMS/NMS
- SDN Device Control
- Open — Standard — Multi-Vendor



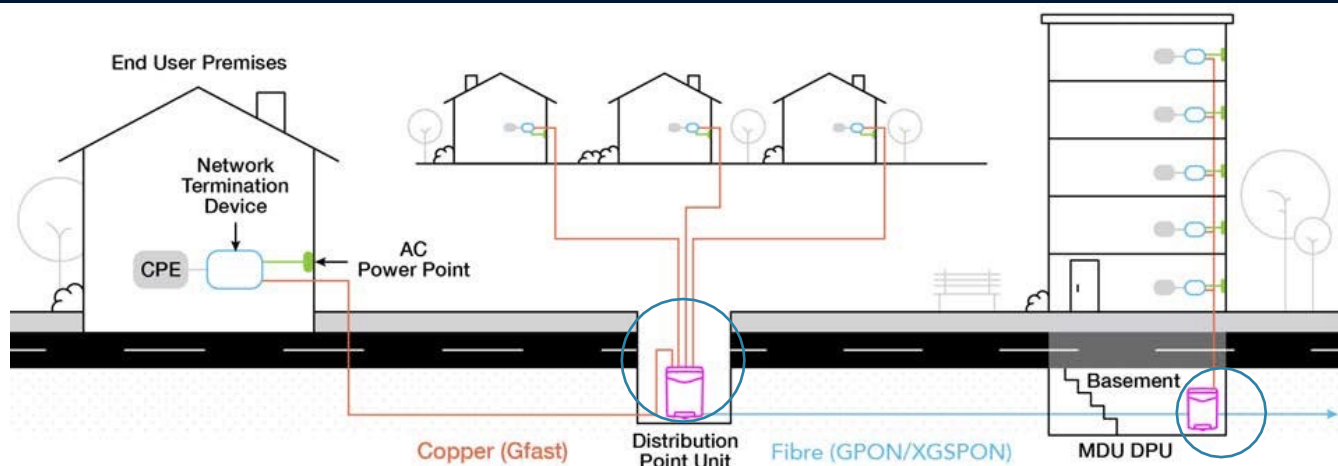
Taming the complexity of digital transformation requires CSPs to be able to create, qualify, and deploy carrier-grade services rapidly. This means that every step in the life cycle of a service, from onboarding new equipment and new software, through testing and deployment, to operations, administration, and management, needs to be efficient with a high degree of automation. Zhone Xtreme simplifies this process through an intent-engine that helps CSPs design the next transformational service quickly with minimal code, while our model-driven architecture ensures any integration with your ecosystem suppliers are done only once and reusable for any service thereafter. A powerful tool, CSPs leveraging Xtreme accelerate new service delivery times from months to days and dramatically reduce new features and services onboarding. Aligned with our Velocity OLT solutions in supporting a multi-vendor network environment, Xtreme has been selected in multiple Tier 1 5G networks.



The Fiber Extension Edge

Maximize return on your fiber investment

- Deliver gigabit over existing infrastructure
- Prevent/Recover disqualified premises
- Convert homes-passed to homes-connected
- Leverage standards-based Gfast for rapid deployment



Any PON, anywhere

- Multi-vendor OLT interoperability
- XGS-PON or GPON
- IP68 outdoor rated
- Reverse-powered freedom to install anywhere
- Leverage your existing PON EMS



4G/5G Cellular Fixed Wireless Access CPE

4G/5G Cellular Fixed Wireless Access CPE

- **Solutions** from urban to rural
- **Self-install** and technical install options
- **Supports** all cellular frequencies inc. mmWave



Zhone FWA solutions leverage 4G/5G wireless to reach economically unfeasible areas using open standard 3GPP cellular technologies (4G/5G). Interoperable with any cellular carrier's network infrastructure, Zhone FWA solutions build upon the 16+ years of experience from the oldest 3GPP Fixed Wireless Access vendor in the world.

The Aurus product family includes a range of solutions from Dense Urban to Remote Rural connectivity. It spans indoor devices to outdoor devices, both self-installable, and higher-grade technician installable devices. The product family comes with unique innovative tools sets (both physical and SW) to aid quick and efficient deployment, and has proven quality and longevity being the only vendor in the world to have deployed to have 3GPP devices in some of the most extreme environments in the world in operation for over 10 years continuously on rooftops without being physically touched during that time. The Aurus family is used by carriers to provide wireless broadband services to consumers and enterprises alike.



Support & Professional Services

Zhone is dedicated to supporting service providers in maximizing the reliability and uptime of their networks. To ensure reliable and high-quality network operations, Zhone offers a variety of standard services, and will develop custom-tailored services for its customers as required:

- Global and Local Technical Assistance Services (7x24)
- Professional and Installation Services
- Training Services
- Local Hardware Repair and Return
- On-Site Engineering Services

- **Education & Training**
- **Service Level Agreement (SLA)**
 - Universal Access to Zhone Technical Support, Software Fixes, Online Resources, and Extended Warranty
- **Remote Professional Services**
 - Configurational changes
 - Network Audits
 - Subscriber Moves / Adds / Changes
 - SW Upgrades
 - 24/7 Help Desk
- **On-Site Professional Services**
 - Dedicated Support Engineer / Resident Engineer
 - Engineer, Furnish, & Install (E,F & I)
- **Managed Services**
 - Data Collection Engines
 - Network Health Reports
 - NOC as a Service



In addition to our industry-leading products, Zhone provides a comprehensive offering of exceptional professional services that include 7x24x365 maintenance and technical support, software updates, technical training, along with network design and consulting services. Our engineering and support staff embody the same values of quality and performance that are reflected in our products and corporate culture.

Facilitating a Partnership

At Zhone, we believe the future competitiveness of CSPs will be shaped at the network edge. Hundreds of millions of dollars have been invested over the company's 25-year history to provide the disruptive solutions needed to tackle the evolving industry.



Above, you've seen a summary of who we are, our vision for the network edge, and how we've helped CSPs achieve new levels of success. Much of our success stems from our close alignment with customers, and we invite you to explore why fiber-forward, agile service providers choose Zhone to drive their market success.

We are confident that as you get to know us, you'll see the power of our innovative team. From our tech support staff to our CEO who has deep experience operating service provider networks himself, customer success is our top priority. Unlike many vendors, Zhone leadership is accessible to our customers, and we are always here to connect you with the right person—whether that's a salesperson, product leader, or even our President & CEO, Clayton Zekelman.

As we celebrate our 25th anniversary, we continue to build an innovative portfolio of networking, connectivity, and cloud software solutions to help you seize new opportunities and thrive in 2025 and beyond.

Let's Enable Broadband Everywhere

zhone.com

